FIRESULT OF INTERPRETATION D.C. |
FEB. 15, 2008

# UNITED STATES DISTRICT COURT SOUTHERN DISTRICT OF FLORIDA

CASE NO.

SECURITIES AND EXC	CHANGE COMMISSION,	)
	Th. 1 .400	
	Plaintiff,	)
v.	08-60219-CV-	ŹIMITROULEAS/ROSENBAUM
RAQUEL KOHLER,		) )
	Defendant.	) )

## **COMPLAINT**

Plaintiff Securities and Exchange Commission alleges as follows:

### I. INTRODUCTION

- 1. The Commission brings this action to restrain and enjoin Defendant Raquel Kohler, the former Chief Financial Officer and comptroller of Mutual Benefits Corporation ("MBC" or the "Company"), from violating the federal securities laws. This action arises from the massive offering fraud MBC and its principals conducted that bilked more than \$1 billion from more than 30,000 investors worldwide. From late 1994 through the date of the Commission's emergency action against MBC in May 2004, the Company offered unregistered securities in the form of fractional interests in discounted life insurance policies known as viatical settlements.
- 2. In connection with the sale of these securities, MBC and its principals made numerous misrepresentations and omissions to prospective and current investors about, among other things, the profitability and rates of maturity of the policies, the process by which life expectancies on the policies were determined, the use of investor proceeds, and the disciplinary

histories of MBC's undisclosed principals. Additionally, MBC and its principals diverted and misused significant investor funds.

- 3. Kohler was a substantial participant in the MBC offering fraud. She was aware of MBC's misuse of investor funds, helped conceal the fraud, and wired investor funds to accounts MBC's principals controlled. Kohler also participated in the preparation and filing of false and misleading information with State of Florida regulators to conceal the fact that a convicted felon with a disciplinary history was a controlling principal of MBC.
- 4. By virtue of her conduct, Kohler violated Section 10(b) and Rule 10b-5 of the Securities Exchange Act of 1934 ("Exchange Act"), 15 U.S.C. § 78j(b) and 17 C.F.R. § 240.10b-5.

## II. JURISDICTION AND VENUE

- 5. This Court has jurisdiction over this action pursuant to Sections 21(d), 21(e), and 27 of the Exchange Act, 15 U.S.C. §§ 78u(d), 78u(e) and 78aa.
- 6. Venue is proper in the Southern District of Florida because many of Kohler's acts and transactions giving rise to the violations alleged in this Complaint occurred in the Southern District of Florida. In addition, Kohler resides in the Southern District of Florida and at all times relevant to the allegations in this Complaint, MBC's principal place of business was located in the Southern District of Florida.
- 7. In connection with the conduct alleged in this Complaint, Kohler, directly or indirectly, singly or in concert with others, made use of the means or instrumentalities of interstate commerce, the means and instruments of transportation and communication in interstate commerce, and the mails.

### III. DEFENDANT

8. Kohler, 43, lives in Coral Springs, Florida. She is a certified public accountant licensed in New York. Kohler was CFO and comptroller of MBC from May 2001 until May 2004. On September 24, 2007, a judgment of conviction was entered against Kohler in *United States v. Kohler*, No. 07-CR-20446-PCH, in the United States District Court for the Southern District of Florida, finding her guilty of one count of conspiracy to commit securities fraud in violation of 18 U.S.C. § 371, in connection with the MBC offering fraud. Kohler was sentenced to 60 months imprisonment in a federal penitentiary and ordered to pay restitution, jointly and severally with co-conspirators, in the amount of \$471,000,000.

#### IV. THE FRAUDULENT OFFERING

## A. Mutual Benefit's Fraudulent Offering

- 9. From late 1994 until May 2004, MBC operated in Fort Lauderdale, Florida as a viatical and life settlement provider, raising money from investors to purchase viatical and life settlement contracts. A viatical or life settlement contract involves the sale of a life insurance policy by a terminally ill person or senior citizen (known in the industry as a "viator") at a price discounted from the face value of the policy. Investors pay the premiums, and receive the face value of the life insurance policy when the insured, or viator, dies. In turn, the viator receives a portion of the proceeds of his life insurance policy as a lump sum.
- 10. MBC was run primarily by its undisclosed principals, Joel Steinger, a convicted felon with an extensive disciplinary history, and his brother, Leslie Steinger, who also has a significant disciplinary history. Peter Lombardi held the title of president of MBC, and Steven Steiner, who is the brother of Joel and Leslie Steinger, was the vice president.

- 11. MBC promised investors guaranteed, fixed rates of return ranging from 12% to 72%, depending upon the term of investment the investor chose. The life expectancy of the viator as determined by MBC determined the total rate of return.
- 12. MBC offered and sold its securities primarily through a national network of independent sales agents, consisting mainly of insurance agents, brokers, and financial advisors. MBC's sales agents solicited potential investors through newspaper advertisements, direct mailings, and sales seminars. MBC also solicited investors directly through its Internet website.
- 13. MBC provided its sales agents with offering materials, which in turn, the agents gave to investors. The offering materials included informational brochures in which MBC boasted it was a viatical industry leader and stated investors would receive "double digit" returns based on a low-risk investment. MBC's website echoed much of the same information contained in the written materials.
- 14. MBC pooled investor money in an interest-bearing escrow account until such time as it acquired and matched an insurance policy to the investor. Once MBC placed investor funds on a policy, in most cases, the policy was fractionalized to accommodate investments by multiple investors.
- 15. MBC also distributed investor funds to various MBC-affiliated entities that had post-closing obligations, including Viatical Services, Inc. ("VSI"), and a trustee MBC appointed to administer the funds in its various premium escrow accounts. Through VSI, MBC monitored the health of viators and tracked insurance premium obligations. When an insurance premium obligation became due, VSI issued payment instructions to the trustee who, in turn, issued a check to pay the insurance premium. While MBC sought to create the appearance VSI was an independent entity, MBC and Joel Steinger, in fact, controlled it. Steinger hired the president of

VSI, Ameer Khan, and Khan reported directly to Steinger, who made ultimate decisions for VSI.

MBC made and kept VSI's books and records.

- 16. MBC used a significant portion of investor funds to pay commissions to sales agents and, unbeknownst to investors, to various shell companies the individual defendants and others controlled.
- 17. Between 1994 and May 2004, MBC raised more than \$1 billion from more than 30,000 investors worldwide through the unregistered offer and sale of securities in the form of fractionalized interests in viatical and life settlement contracts.
- 18. No registration statement was filed or in effect with the Commission in connection with the securities MBC offered.
- On May 3, 2004, the Commission filed a civil injunctive action against Mutual Benefits, Joel and Leslie Steinger, Peter Lombardi, and certain relief defendants alleging violations of the antifraud and registration provisions of the federal securities laws. SEC v. Mutual Benefits Corp., Case No. 04-60573-CIV-MORENO (the "MBC action"). On June 21, 2005, the Commission filed an Amended Complaint adding Steven Steiner as a defendant. On May 4, 2004, the Commission obtained emergency relief against all defendants, including appointment of a receiver over MBC, VSI, and other affiliated corporate entities, asset freezes against the defendants, and a temporary restraining order.
- 20. In May 2005, the Eleventh Circuit affirmed the District Court's order denying the defendants' motion to dismiss for lack of subject matter jurisdiction, ruling the viatical settlements MBC sold constituted securities under the federal securities laws. SEC v. Mutual Benefits Corp., 408 F.3d 737 (11th Cir. 2005). All of the individual defendants in the MBC

action have settled by consenting to entry of final judgments providing for full injunctive relief and ordering them to pay collectively more than \$28 million in disgorgement and civil penalties.

## B. MBC's Misrepresentations and Omissions to Investors

- In connection with the offer and sale of MBC's securities, MBC and its principals made numerous material misrepresentations to investors and failed to disclose material information about, among other things, the viators' life expectancies, insurance premium escrow deficiencies, "guaranteed" fixed rates of return, the Steingers' backgrounds, payments to the Steingers, and the safety and security of the investments. Additionally, MBC and its principals diverted and misused significant investor funds.
- 22. MBC falsely claimed independent physicians determined the life expectancies assigned to each policy. While MBC engaged several licensed physicians to provide life expectancies for viators, it was Joel Steinger who actually determined most of these life expectancies. Contrary to representations to investors, many of the doctors MBC engaged never reviewed the viators' medical records to confirm their diagnosis or establish an independent estimated life expectancy. Instead, they merely issued fraudulent life expectancy letters or affidavits MBC's employees drafted that contained life expectancy figures Joel Steinger had already designated.
- 23. MBC also falsely represented to investors that 90% of their policies matured before or at the assigned time of maturity. Because of the fraudulent life expectancies MBC assigned, most of the life insurance policies failed to mature within the designated time period and, by the time the Commission filed its emergency action in May 2004, more than 90% of MBC's active policies had substantially surpassed the assigned life expectancies.

- 24. MBC failed to disclose to investors the existence of serious cash deficiencies in the escrow accounts where the Company set aside investor funds to pay future premiums on the life insurance policies. Because of the fraudulent life expectancies MBC assigned and because MBC failed to set aside any funds for hundreds of policies, the escrow accounts suffered serious shortfalls. As of September 30, 2003, more than 74% of MBC's active policies had zero (or negative) escrow balances.
- 25. Additionally, MBC's representations to investors regarding its rates of returns were false and misleading. Because of the serious problems with the life expectancies assigned to some of MBC's policies and the deficiencies in the Company's premium escrow account, investors would be faced with the prospect of having to place additional funds with MBC in order to cover future premium payments, which would result in a reduction of the returns promised to investors.
- 26. At the same time MBC was encountering these cash deficiencies the Company's principals were wrongfully diverting millions of dollars to themselves in undisclosed "consulting fees" and wire transfers to offshore accounts.
- 27. Finally, MBC failed to disclose Joel and Leslie Steinger played such substantial roles in the operation of MBC and VSI that they were, in fact, undisclosed principals of those entities. As such, MBC should have disclosed their criminal and disciplinary backgrounds to prospective and existing investors. MBC also failed to disclose to investors that at least five states had issued cease-and-desist orders against MBC and its principals for securities fraud and registration violations. In addition, a sixth state issued a cease-and-desist order against the sales agents who sold the investment opportunity in that state.

## C. Kohler's Role in Mutual Benefits' Fraudulent Offering

- 28. Kohler became involved with MBC while she was employed as an accountant by an outside accounting and auditing firm in Miami, Florida. The firm performed yearly audits and issued unqualified audit opinions of MBC's financial statements from 1994 through 2003. Kohler joined the audit team reviewing MBC's financial statements in 1999.
- 29. In May 2001, Kohler joined MBC as its CFO and comptroller, responsible for reconciling bank accounts, arranging wire transfers, reviewing documents in connection with the financial audits, and compiling information for state insurance and securities regulators, most notably, Florida's Office of Insurance Regulation.
- 30. In her position as CFO and comptroller, Kohler was aware MBC was using new investor funds improperly to pay premiums on older policies, and that the Company and its principals were misusing investor funds. From May 2001 through May 2004, Kohler wired funds out of MBC's operating accounts and into accounts MBC's principals controlled and falsely labeled the transfers "commissions."
- 31. Kohler also knew MBC's undisclosed principals, Joel and Leslie Steinger, substantially controlled all of the Company's operations. However, Kohler participated in the preparation and filing of false and misleading information with state regulators to conceal the fact that a convicted felon with a disciplinary history was a controlling principal of MBC.

#### V. VIOLATIONS

## Fraud in Violation of Section 10(b) and Rule 10b-5 of the Exchange Act

- 32. The Commission repeats and realleges paragraphs 1 through 31 of its Complaint.
- 33. From May 2001 through May 2004, Kohler, directly and indirectly, by use of the means and instrumentalities of interstate commerce, and of the mails in connection with the

purchase or sale of the securities, as described in this Complaint, knowingly or recklessly; (a) employed devices, schemes or artifices to defraud; (b) made untrue statements of material facts and omitted to state material facts necessary in order to make the statements made, in the light of the circumstances under which they were made, not misleading; or (c) engaged in acts, practices and courses of business which have operated as a fraud upon the purchasers of such securities.

34. By reason of the foregoing, Kohler, directly or indirectly, violated and, unless enjoined, will continue to violate Section 10(b) of the Exchange Act, 15 U.S.C. § 78j(b), and Rule 10b-5, 17 C.F.R. § 240.

#### VI. PRAYER FOR RELIEF

WHEREFORE, the Commission respectfully requests that the Court:

I.

## **Declaratory Relief**

Declare, determine and find that Kohler committed the violations of the federal securities laws alleged in this Complaint.

H.

## Permanent Injunctive Relief

Issue a Permanent Injunction restraining and enjoining Kohler, her officers, agents, servants, employees, attorneys, and all persons in active concert or participation with them, and each of them, from violating Section 10(b) and Rule 10b-5 of the Exchange Act, as indicated above.

III.

#### Further Relief

Grant such other relief as this Court may deem just and appropriate.

IV.

## Retention of Jurisdiction

Further, the Commission respectfully requests that the Court retain jurisdiction over this action in order to implement and carry out the terms of all orders and decrees that it may enter, or to entertain any suitable application or motion by the Commission for additional relief within the jurisdiction of this Court.

Respectfully submitted,

February 15, 2008

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Linda S. Schmidt Staff Attorney

Florida Bar No. 0156337 Direct Dial: (305) 982-6315

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S 44 (Rev. 11/05)

## CIVIL COVER SHEET

The JS 44 civil cover sheet and the information contained herein neither replace nor supplement the filing and service of pleadings or other papers as required by law, except as provided by local rules of court. This form, approved by the Judicial Conference of the United States in Sentember 1974, is required for the use of the Clerk of Court for the purpose of initiating the civil docket sheet. (SEE INSTRUCTIONS ON THE REVERSE OF THE FORM.)

NOTICE: Attorneys MUST Indicate All Re-filed Cases Below.

I. (a) PLAINTIFFS					DEFENDANTS							
SECURITIES AND EXCHANGE COMMISSION					RAQUEL KOHLER							
(b) County of Residence of First Listed Plaintiff (EXCEPT IN U.S. PLAINTIFF CASES)					County of Residence of First Listed Defendant Broward (IN U.S. PLAINTIFF CASES ONLY)							
(c) Attorney's (Firm Name, Ad	ldress, an	d Telephone Number)				NOTE: IN LAND CONDEMNATION CASES, USE THE LOCATION OF THE TRACT						
Amie Riggle Berlin (305) 982-6352					LAND INVOLVED.							
Securities and Exchange Commission 801 Brickell Avenue, Suite 1800, Miami, FL 33131					Attorneys (If Known)							
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